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Ellen followed my advice and got an initial six-figure offer. She then went in and negotiated. The employer came back and offered \$20,000 more.

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Age: 31 Current Location: San Francisco, CA Current Industry & Title: Technology, Head of Support Starting Salary: \$45,000 in 2009 Current Salary: \$146,000 Number Of Years Employed: 10 Biggest ...

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Six Figure Salary Negotiation von Michael Zwell. eBooks ...

So successful has Don been at manipulating employers that one year he wangled two different six-month severance packages. " I made 12 months in severance pay and worked only five months, " he wrote.

How To Negotiate Your Salary - Forbes

" In the boom times, taking a pay cut was looked at askance—that you did something wrong in terms of career development, " says Michael Zwell, PhD, CEO of organizational development consultancy Zwell International in Glenview, Illinois, and author of Six-Figure Salary Negotiation: Industry Insiders Get You the Money You Deserve. " Now, you have a strong case to make if your company made significant cutbacks and you took a job that, given the market, was the best available job to support ...

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